

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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CHEVROLET WILL SCHOOL 17,000 RETAIL SALESMEN

Comprehensive Educational Plan Is Laid Out

Special from A. D. N. Detroit Bureau

DETROIT, April 22.—Chevrolet has laid out what is considered the most comprehensive plan for the education of salesmen that has ever been undertaken. Beginning in May, more than 17,000 Chevrolet retail salesmen will be put through a course of training in 3,700 schools conducted by the company.

School sessions begin May 10 and consist of two weeks of five evening classes each. Dealers will head the schools for the salesmen in their individual towns, because of their close acquaintance with their sales force—and with local conditions.

The basis of the course is a text book, "Selling Chevrolets," announced as one of the most complete works of the kind ever developed in the industry. It embraces the experience acquired in years of study and investigation by the Chevrolet organization and is said to be filled with authoritative information about the present Chevrolet line and how to sell it.

Written examinations will be given and men attaining a grade of 80 per cent. or better in the examination markings will be presented with an award of merit signed by R. H. Grant, vice-president and general sales manager of Chevrolet. The certificate of graduation from the school will be handsomely made and enclosed in a leather case.

"I consider this one of the greatest educational programs ever undertaken in industry," said Mr. Grant. "Thousands of men will be trained simultaneously to prove their methods of work, to stimulate their efforts and to make them greater assets to a community. Efficiency of the Chevrolet sales organization will be greatly increased and car purchasers will benefit through dealing with salesmen who are trained and thoroughly familiar with the Chevrolet car."

PETE DE PAOLO ENTERS INDIANAPOLIS RACES

Indianapolis, Ind., April 22.—Pete De Paolo is the latest entrant in the Fourteenth Annual International Sweepstakes, to be run at the Indianapolis Motor Speedway, Monday, May 31.

The little Italian American won the American Automobile Association racing championship in 1925, defeating such veterans as Tommy Milton, Ralph DePalma, Earl Cooper, Eddie Hearne, Harry Hartz, Frank Elliott and Bennie Hill. De Paolo scored 3,260 points against 1,735 for Tommy Milton, the second man.

STUDEBAKER TO RUN SALES SCHOOL AGAIN

Special from A. D. N. Detroit Bureau
DETROIT, April 22.—Studebaker's sales school is being repeated, owing to the lively interest shown in the classes. Out of 163 men who enrolled originally in the first school, thirty-five have joined the retail force and are reported by C. K. Whittaker, Detroit branch manager, to be making good. More than eighty men have already entered their names for instruction in the second series of classes, which are under the direction of C. M. Woodard.

BUSINESS VOLUME STILL INCREASES

Traffic in Michigan Surpasses That Of Last Year

Detroit, April 22.—Traffic conditions in Michigan, reported by the Pere Marquette Railway, reflect a continued improvement over 1925, when the state industrially enjoyed one of the most prosperous years in her history.

The second week in April has produced some increases in volume of business that are interesting because of their extent. In the Detroit district, for example, out-shipments are 48 per cent. higher than they were a year ago; in-shipments are 23 per cent. greater. In Detroit, Flint and Lansing the volume of business is, of course, determined very largely by the prosperity of the automotive industry.

It is certain that at all three points the automotive plants are going strong, with ample raw materials coming in and increasing number of finished vehicles and accessories going out.

Toledo gateway movements are up 18 per cent. over last year; increases are likewise shown at Chicago and Buffalo, and the translake shipments are well above those of 1925.

Chamber to Study Motive Problems

Washington, April 22.—The annual meeting of the United States Chamber of Commerce on May 11, 12 and 13 will consider three major problems of the automotive industry, it was announced today.

A proposal outlined by the National Automobile Chamber of Commerce that the chamber endorse a declaration in favor of international conferences on highway development, will be taken under consideration.

The chamber will also discuss a proposal for uniform traffic regulations for all cities, and a suggestion that motor trucks operating as common carriers should be placed under the supervision of the Interstate Commerce Commission.

FINLAND FORD PLANT

Helsingfors, Finland, April 22.—It is reported that the Ford Motor Company has formed a subsidiary concern in Helsingfors, to be known as the Ford Motor Company of Finland. Capitalization is said to be 20,000,000 Finnish marks.

CANADIAN PLANTS ORDERED TO CLOSE

Tariff Tangle Causes Dodge and Durant Shutdowns

Toronto, April 22.—Closing of the factories of the Dodge Motor Company of Canada and the Durant Motors plant at Leaside unless the Canadian government makes some modification of the tariff changes reducing the duties on imported cars has been officially announced.

The closing of the Dodge factories will be permanent after the present inventory has been disposed of, according to the statement made by E. P. Clarkson, manager of the Dodge Canadian firm.

Following his return from Detroit, where he conferred with officials of the parents organization, Mr. Clarkson declared that the company would make no further purchase commitments. Should the plant close, such equipment as can be shifted will be removed to the United States. In conclusion, his statement said:—

"We can but reaffirm our statement that continuation of manufacture on a permanent basis is impossible."

At the Durant Motors plant operations to liquidate stocks have commenced again, but the management has made it clear that if there is no change in the present situation at Ottawa the plant will have to close.

Paid-up stock of the company amounts to \$2,846,400, which is held by 11,000 stockholders, of whom more than 50 per cent. are residents of Canada.

Oakland Parts Replacement Low

Special from A. D. N. Detroit Bureau

DETROIT, April 22.—A survey of the service department records at the Oakland Motor Car Company shows that parts sales to Oakland dealers in 1925 averaged only \$7.08 per car, the figures being based on the number of Oakland cars known to be in operation. This figure includes a large volume of accessories, so that the actual replacement parts averaged much less than the figure named.

Oakland cars in service totaled 248,658, including all Oakland cars registered January 1, 1925, plus cars sold during the year. R. A. Armstrong, director of service for the Oakland company, says that the low service cost is particularly significant, because about 20 per cent. of the cars are more than five years old.

The 1925 parts cost is the lowest in Oakland's history, and compares very favorably with the cost for the industry as a whole, which is estimated to average about \$12 per car, for all makes.

Commercial car registrations throughout the entire country will be found on Page 4 of this issue.

GOVERNMENT WINS CASE BROUGHT BY DORRIS CO.

Washington, April 22.—The United States Supreme Court has dismissed the claim of the Dorris Motor Company, which had sued the government for profits, which it would have earned had its war contract for the manufacture of air pumps for Liberty motors not been cancelled.

The company's claim had already been denied by the United States Court of Claims, the decision being affirmed by the Supreme Court.

PREDICTS RECORD SALES OF AUTOS

Noted Economist Sees New High Set in Next 30 Days

Cleveland, April 22.—Record-breaking sales of automobiles during the next thirty days are predicted by Col. Leonard P. Ayres, vice-president of the Cleveland Trust Company, and nationally known economist, in his business bulletin, issued today.

Ayres pointed out that the March automobile output exceeded that of any other month in history, with the exception of production last October, the total being 447,000 cars, as against 452,000 in October, 1925. He also warned the trade to expect a slight falling off in production as summer comes.

"A consequence, inevitable in the stabilizing process, will be a decline in production as the trade falls off toward summer," he said. "A majority of the cars manufactured last month still are in the hands of dealers, since inclement weather generally has caused retail automobile sales to lag."

"Business has been going forward at prosperity levels, and probably will continue to do so. The slowing down of speculation in securities and real estate has given a more sober tone to general business."

FISHER MAY BUILD AT SOUTH POINT, OHIO

South Point, O., April 22 (U. T. P. S.).—The Fisher Body Corporation has taken an option on a tract of forty acres on the Ohio River at South Point, O., where the early establishment of a plant for the manufacture of automobile bodies is contemplated.

Officials of the Fisher Corporation closed the option recently, following a survey of the location by company engineers.

Nearness to the iron and steel mills of Ashland and Huntington, together with low costs of transportation on the Ohio River, as well as the strategic position as to railroads, is the reason for the selection of the site.

LEYLAND MOTOR OFFICIALS NOW IN NEW YORK CITY

New York, April 22.—C. B. Nixon, one of the directors of Leyland Motors, the well known British truck manufacturer, and Mr. Spurrier of the same organization are now in New York at the Canadian Club. They are making a two-month stay in this country. In the course of which they will visit the various automotive manufacturing centers and study American production methods.

TO MANUFACTURE FRENCH PEUGEOT IN THIS COUNTRY

Rosengart Says That Is Purpose of His Visit Here

Special from A. D. N. Detroit Bureau

DETROIT, April 22.—Lucien Rosengart, executive head of the Societe Anonyme des Automobiles et Cycles Peugeot, maker of Peugeot cars and motorcycles, and A. J. A. Lebaupin, export manager of the company, were guests of the Detroit Board of Commerce at luncheon Tuesday.

They met a group of Detroit business men at the luncheon. M. Rosengart announced that his visit to America was prompted by his determination to undertake the manufacture of Peugeot cars in this country.

He added that he would either buy or lease a factory in Detroit and begin their production at the rate of 100 a day as soon as details could be completed. It is his plan to run the output up to 1,000 daily, if the demand warrants.

Speaking through M. Lebaupin, he said that the company would be financed either through a group of New York capitalists or through capital from France, "but not necessarily French capital." He said further that in his judgment America was ready for the small car, because of its economy of operation, low first cost and ease of handling and parking.

The car will probably sell for around \$400; it weighs about 900 pounds and has an engine of 22 horse-power on the American rating. He estimates that an initial area of 300,000 square feet will be required for the factory.

Landing from the steamer Chicago on Wednesday at New York was a Peugeot truck powered with heavy-oil engine that represents six years' work on the part of the Peugeot organization. It is planned to introduce this type of engine into America as soon as practicable.

Mr. Rosengart is one of the outstanding figures in French industry, and is full of French energy and enthusiasm. Besides many other interests he is president of the International Power Boat Exposition, the first of its kind, to be held in Paris October 7-17. It will be held coincidentally with the International Motor Exposition and entries have already been made by England, Norway, Denmark and other countries.

The exposition hall will be built next to the Grand Palais, familiar to many Americans, and will be close enough to the Seine so that demonstrations of power boats can be given on the river. M. Lebaupin predicted a wonderful future for the motor boat in France. "We have 15,000 miles of waterways," he said, "and the increasing vehicular traffic on our roads makes it certain that many people will utilize the rivers for highways as soon as the proper type of boat is brought to their attention."

JOINT DELIVERY BY STORES AIRED

Merchants Discuss Systems at Convention In Philadelphia

Philadelphia, April 22.—Consolidated delivery systems of the type operated independently by outside concerns as a service for department stores, and co-operative delivery systems, or those owned by the merchants themselves, were compared and discussed Tuesday at the opening session of the tenth annual convention of the Retail Delivery Association, on the roof garden of the Bellevue-Stratford Hotel.

Some 300 delegates comprising department store proprietors and executives from all over the country are attending. The organization is affiliated with the National Retail Dry Goods Association. John C. Pogue of H. & S. Pogue Company, Cincinnati, as chairman, called the meeting to order, and the delegates were warmly welcomed by P. H. Gadsden, president of the Philadelphia Chamber of Commerce.

Following routine reports and committee appointments, an exhaustive survey written by C. C. Holmes, general superintendent of The Emporium, San Francisco, on "Consolidated Delivery," was read in his absence by Arthur W. Einstein, resident manager at New York and executive secretary of the association.

It was the conclusion of Mr. Holmes, after receiving reports from fifty-four cities, in seventeen of which such delivery systems failed, or never got past the talking point, and in thirty-four of which such systems survive, that consolidated deliveries are more popular and successful than those of co-operative type in the long run, largely because merchants engage in the latter rather in their habitual, competitive spirit, which is fatal to proper co-operation.

It was brought out that merchants with small deliveries profit most on a cost-per-package basis, but that some large stores work within the city limits best on a percentage basis. Evaluation of advertising advantages of good looking trucks owned by stores through consolidated deliveries were balanced against other considerations, including more selling space in the store; smaller routes, diversion of remote stations to other purposes and drivers becoming more intensively acquainted with their territory through covering less ground.

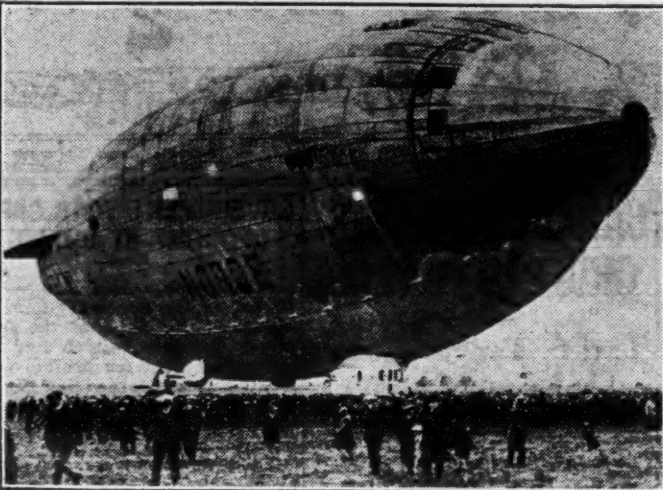
"Motor Truck Operation Costs" were illuminatingly covered in an address by H. G. Fallerius, maintenance superintendent of Bloomingdale Bros., New York, at the Round Table sessions in the afternoon. It was the speaker's opinion that the cost per truck hour of operation is the soundest and most practical method of cost-finding, through affording a defined policy in regard to such classes of fixed expense as depreciation, insurance, rent, light and heat and overhead. A lively discussion followed.

There are fifty-four exhibitors with booths adjoining the convention hall. Virtually all are in the automotive line. The officers of the association are: John C. Pogue, Cincinnati, chairman; A. Schindel, Newark, N. J., first vice-chairman; Jay J. Litt, Philadelphia, second vice-chairman; John V. Flinn, Boston, treasurer; H. H. Bishop, Toronto, Ont., secretary, and G. Henning, New York, field secretary. The banquet will be held Wednesday evening, when a delegation of department store owners and executives from Germany will be guests of the convention.

DETROIT BUICK CHANGES

Detroit, April 22.—F. Earl Hopps has been made assistant manager of the Buick Detroit branch and Donald A. McIntyre has been made retail sales manager. Mr. Hopps came to the Detroit branch a year ago, and Mr. McIntyre joined Buick three years ago, coming from the Chrysler organization.

ARRIVAL OF THE NORGE. The big dirigible being used by Amundsen in his dash for the pole is shown as it landed at Pulham, Norfolk, England. The ground crew is pulling the big ship into her moorings.



(International Newsreel Photo.)

Fiat Plans New Plant at Rome, N. Y.

Cohoes, N. Y., April 22.—The Fiat Automobile Company has plans under way for construction of a large new addition at Rome, a few miles north of this city. The structure will be ten stories high, of concrete construction, and will provide over 25,000 square feet of space for various purposes. The company stated that it would use the building for garage purposes mainly, although various departments would be provided for the accommodation of motorists.

The company stated that the proposed addition would be capable of housing 1,000 cars, with provision made for separate stalls for each owner. Elliptical and parallel slopes will enable cars to run up and down the entire ten stories without any inconvenience. It is planned to equip each stall with necessary cleaning and mending equipment.

Shops, baths, reading and writing rooms, telephone and cable communications, an inquiry office for tourists and tickets for all steamship and railroad lines will be provided on the ground floor.

KINGSLEY MILLER CO. WINS ANOTHER SUIT

New York, April 22.—According to Howard F. Kingsley of the Kingsley-Miller Company, manufacturer of monogram caps, a suit which he filed in the United States District Court in Los Angeles in September, 1923, and on which trial was started one year ago, has just been decided in favor of the Kingsley Company.

Under date of April 7, 1926, Judge William P. James of the United States District Court for the Southern District of California, Southern Division, decreed that the design, patent No. 60878, covering the general type of radiator caps made under the trade name "Monogram," has been infringed by the Sweet Black Tip cap.

According to Mr. Kingsley the court has granted a permanent injunction against the Sweet Company and has ordered an accounting for profits and damage to the Kingsley Company by the Sweet Company.

G. R. THOMPSON HEADS DETROIT ENGINEERING SOC.

Special from A. D. N. Detroit Bureau
Detroit, April 22.—The following officers of the Detroit Engineering Society have been elected: G. R. Thompson, president; George H. Fenkell, past president; Charles J. Peck, first vice-president; William F. Zabriskie, second vice-president; R. K. Williams, secretary-treasurer; Frank Burton and L. E. Williams, members of executive committee.

BRITISH AUTO MFR. TOURING THE WORLD

Dublin, Irish Free State, April 22 (U. T. P. S.).—It is announced that J. H. Bean, head of the Bean car organization of Great Britain, is due to arrive in New York from Southampton within the next week. Mr. Bean is making New York the first stage in a world tour which will occupy about a year.

INCREASES CAPITAL

Des Moines, Ia., April 22 (U. T. P. S.).—The Eagle Auto Supply Company has increased its capital stock from \$25,000 to \$50,000 to take care of the company's rapid increase in business.

Every **2 1/4** seconds

someone buys a

DUNLOP TIRE

TO DEALERS
Your protected Dunlop territory may still be open. Write today.
DUNLOP TIRE & RUBBER CO.
Buffalo, N. Y.

STAR CAR SALES during the first quarter of 1926 were 57% greater than during the same period of 1925.

MORE POWER and SUPERIOR QUALITY

Low-cost Transportation
Star Cars

DURANT MOTORS INC., General Sales Dept., 1819 Eway., New York City

Chicago Dealers Find Spring Rush Delayed

CHICAGO, April 22.—While the usual flood of spring buying orders has not yet descended upon the Chicago new car market, local dealers are optimistic over the way sales are going.

"The usual rush is several weeks overdue now," said G. F. Frink, sales manager for Packard Motor Company. "Our business is normal at present, and the outlook is very good, once the weather gets warm and stays that way. We had a price cut of \$750 last year, so we can't make any comparisons between 1925 and 1926."

S. L. Davis, sales manager for the Gambill Motor Company, distributor of the Hupp, was enthusiastic over the present sales conditions. "The poor weather has not affected our business, which was better last week than in a long time. We delivered more than 400 cars in March, and the pace is growing greater and greater. Our business last week was about double that of last year."

M. J. Lanahan, sales manager for the Danahill Motor Company, Dodge Brothers distributor, reported that sales conditions were excellent in new cars.

"Our business has exactly doubled over 1925," said Mr. Lanahan. "We have delivered 350 cars this week, with, of course, the closed models predominating. Last week was the biggest week in our history."

Syracuse Dealers Find Sales Ahead of Last Yr.

Syracuse, N. Y., April 22.—Despite the handicaps of bad weather that appear to prevail everywhere in the East this spring, retail automobile sales in Syracuse generally are far ahead of last year.

Practically every dealer says he is approaching May, the biggest retail month of the year, with better figures than he has ever before found on the balance sheets. Cross-examination has not the slightest effect upon these statements. Dealers not only stick to their challenging remarks but go on to give the proofs.

"Our trouble is in getting enough cars," said Stephen K. Brees, of the Brees Chevrolet Company. "Cars keep coming in, but they are ordered well in advance, and we cannot accumulate any reserve to afford immediate delivery to those who want it. Closed cars are affording the greatest trouble because of their scarcity."

"I have four freight carloads of Reo speedwagons in the yards today," said C. H. Van Denburg, Reo distributor, "and all are ordered in advance. In fact, our actual business in speedwagons this year is within one or two units of being four times what it was a year ago. Were we to stop selling now, we would be within twelve cars of what we sold during all of 1925. Our passenger car business has been almost as good. We have already sold this month more than during the entire month of April last year."

Jerome K. Rusterholz of the Overland-Knight Motors, Inc., said his firm sold thirty-nine cars the last week in March, a new record. April sales have been far ahead of last year. Part of the April supply was sold in March, and May deliveries are now being reserved.

"I am going to the factory next week to see what I can do about getting more cars for this territory," said George A. Fonda, Packard distributor here. His winter's supply of coupes is exhausted, and Packard single six five-passenger sedans will be gone within a week unless more come from Detroit. Mr. Fonda said the season had been varied. For days business had been dead, then came days when the salesmen turned in four or five orders in one bunch.

The same general comments were made by other dealers throughout the city, with indications that the season is to exceed last year for spring deliveries.

Price cutting is general in the used car field with lower priced cars moving well. H. J. Wright, Oakland dealer, drew several hundred customers Saturday and Sunday with a sale in which he advertised one car at \$4.95, another at \$11 and others at prices up to \$100, which brought in \$4,000 in cash the first day and got rid of a lot of old machines, he said.

CREDIT OF CUSTOMERS CHECKED BY DEALERS

Hartford, Conn., April 22.—There is a tendency among motor car dealers here to keep closer watch on credits this spring. It is not considered amiss for one dealer to give another dealer a prospect's financial history. There has been more co-operation along these lines of late and it has worked for the common good.

In the matter of time deals most dealers do business through the various finance agencies, but of course they have to indorse the paper. Many would like to get away from this feature if possible. There is more insistence, too, on the down payments to the specified amount. Repossessions are not desired and for this reason some of the dealers are inclined to be lenient.

New Dealers

OAKLAND-PONTIAC

Pontiac, Mich., April 22.—Following is a list of new Oakland-Pontiac dealers who have just recently been signed up:—

McLeod's Garage, Yorkville, O.; Pautsch & Purcell, Denison, Ia.; Bottineau Implement Company, Bottineau, N. D.; Big Horn Motor Company, Greybull, Wyo.; Ward Hildreth, Torrington, Wyo.; Altman Motor Sales, Elm Grove, W. Va.; Jones Motor Corporation, Russellville, Ark.; Collinge Motor Company, Zumbrota, Minn.; DeWitt & MacGowan, Redfield, S. D.; Lynch Auto Company, Foreston, Minn.; Larson & Turin, Kiron, Ia.; Joseph Rauen, Spring Grove, Ill.; Anderson Auto Company, Waco, Tex.; Water, Neb.; R. S. Arnold, Houston, Tex.; East End Garage, Windber, Pa.; & Krepfle, Elkport, Ia.; Dios Garage, Twin, Pa.; H. G. Markham & Co., Berkeley, Cal.

Everly Jones Motor Company, High Point, N. C.; Emory Stockham, Sandwich, Ill.; Reiding Motor Company, Tyndall, S. D.; Dunn Brothers, Pittsfield, Mass.; Wilson's Automobile Supply Company, Tarboro, N. C.; B. B. Brom, Newton, Ia.; Kent County Auto Sales, Arctic, R. I.; Ozark Motor Company, Carthage, Mo.; Ottawa Motor Sales Company, Ottawa, Kan.; Buffalo Street Garage, Gowanda, N. Y.; Verner Motor Sales, Buffalo, N. Y.; Martin Moogan, Jr., Wellsville, N. Y.; Gibson Motors, Inc., Buffalo, N. Y.; Echo Garage, Buffalo, N. Y.; C. C. Walton Motor Company, Florence, Kan.; Glenn Park Motor Company, Glenwood, W. Va.

Monroe Eveready Garage, South Bend, Ind.; Medina Motor Company, Medina, O.; Sandberg Motor Company, Crookston, Minn.; Silverton Motor Car Company, Silverton, Ore.; E. P. Taylor, Lebanon, Ore.; R. Knox Roberts, Motors, Portland, Ore.; Seeger Motor Company, Breckenridge, Tex.; Mills Automobile Company, Dothan, Ala.; P. H. Godfrey, Ottawa, Ill.; Johnson French Motor Company, Bozeman, Mont.; Clark-Beary Motor Company, Columbia, Mo.; L. M. McMenore, Vidalia, Ga.; Martin Naumes, Mount Pleasant, Mich.; Harry E. Blum Auto Company, Austin, Tex.; W. G. White Company, Chelsea, Mich.

David B. Brown, Burlingame, Cal.; Norman E. Helff, Hanover, Pa.; Urban Auto Sales, Inc., Dickinson, N. D.; H. & M. Motor Company, Market, Tex.; Whitefish Bay Garage, Whitefish Bay, Wis.; E. J. Klema, Franksville, Wis.; Oconomowoc Auto Company, Oconomowoc, Wis.; Como Motor Company, Como, Minn.; Rademacher & Meyer, Milwaukee, Wis.; Bilmelme's Garage, Boyertown, Pa.; Walter H. Wilkins, Hampshire, Ill.; C. C. Harrington, South Shore, S. D.; L. & S. Motor Company, Jeannette, Pa.; Media Garage, Media, Pa.; Prosser & Richey, Woodlawn, Pa.; Axel V. Johnson, San Francisco, Cal.; Smith's Garage, Clinton, N. J.

John W. Pfister, Jr., Inc., Brooklyn, N. Y.; Eastchester Auto Sales, Inc., Tuckahoe, N. Y.; Petterhoff & Schreffler, Shamokin, Pa.; Swartwout & Allen, Pleasant Hill, Mo.; Harry Cockburn, Esterville, Ia.; M. J. Padden, Waverly, Minn.; Standard Motor Sales, Foreston, Ill.; Motor Supply Company, Litchfield, Minn.; J. H. Breening, Marshall, Minn.; City Motor Company, Moran, Tex.; Joy Motor Company, Chillicothe, Mo.; Swain Motor Company, Fort Scott, Kan.; North End Garage, Middletown, N. Y.; Elk Motor Company, Elk City, Okla.; W. C. Englebrecht, Fort Wayne, Ind.; Dillman Motor Company, Bluffton, Ohio; Richard's Motors, Inc., Clearwater, Fla.

Kleet & Van Every, Redford, Mich.; Nick's Porter Motor Company, Baxter Springs, Kan.; Rushville Auto Company, Rushville, Ind.; The Marino Motor Company, Youngstown, O.; Ifft & Parker, Ellwood City, Pa.; Kane Car Exchange, Grand Junction, Co.; Howard W. Smith, Albion, Mich.; Charlotte Motor Sales, Charlotte, Mich.; Brown & Quinn, San Francisco, Cal.; Joe D. Dickey, Palo Alto, Cal.; Dierler & Johnson Sales Company, Pierre, S. D.; Short & Jensen Sales Company, Lemmon, S. D.; O. W. Rowe & Son, Keokuk, Ia.; Trent Motor Company, Inc., New Bern, N. C.; Lance Motor Company, Monroe, La.; Hoffee Motor Sales Company, Fairfield, Ill.; W. W. Jennings Company, Towanda, Pa.

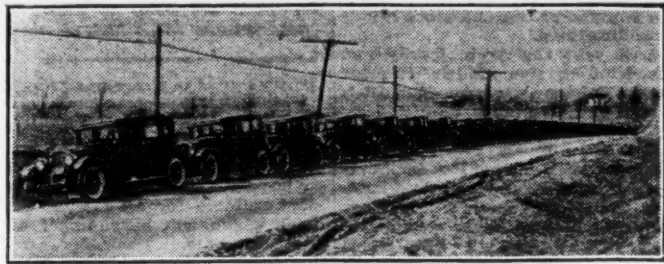
Appleton Dealer Assn. puts on used car sale

APPLETON DEALER ASSN. PUTS ON USED CAR SALE

Appleton Wis., April 22.—In order to move 200 used cars which had accumulated during the spring buying, ten garage owners in the Appleton Automobile Dealers' Association united for a huge sale at the city fair grounds here last Saturday.

They pooled their funds for large newspaper advertisements and placards, and as a result drew immense crowds to look over models at prices ranging from \$50 to \$2,000. Dealers participating were Central Motor Car Company, J. T. McCann Company, S. & O. Chevrolet Company, St. John Motor Car Company, Rossmessl-Wagner Company, Wolter Motor Company, Kurz Motor Car Company, August Brandt Company, Appleton Auto Company and O. R. Kloebe Company.

IMPROMPTU BUICK PARADE. Fifty buyers from Canton, O., made the trip recently to the Buick factory at Flint to take delivery of the new cars they had purchased. The cars and the owners are shown drawn up in parade formation on the Dixie Highway.



N. C. HIGHWAY DEPT. BUYS 25 CHRYSLERS

Charlotte, N. C., April 22.—

What is probably one of the largest single sales of passenger cars completed in the Carolinas was made in the closing of a contract between the North Carolina State Highway Commission and Hoppe Motors, Inc., of Charlotte, whereby the commission bought twenty-five Chrysler "58" touring cars for the use of the division engineers.

The contract was closed at Raleigh, N. C., by W. T. Hoppe, head of the distributing concern, who stated that the sale "is the outcome of the purchase by the commission last July of six Chrysler '53' models, which were sent to different parts of the state and accurate records kept of operating and upkeep costs."

DISTRIBUTOR BRANCH LOCATED IN HOUSTON

Houston, Texas, April 22.—

Selection of this city as the location of a distributor branch for the Chevrolet Motor Company was announced by L. P. Randall, assistant sales manager for the state of Texas, recently following a visit

here by E. W. Fuhr of St. Louis, regional sales manager of the Chevrolet organization. The local branch will employ a large office and sales force, the latter working out of Houston and covering the South Texas territory. The Dallas branch at the present time has sixty-five dealers, according to a report.

EUGENE, ORE., DEALERS HAVE GOOD SALES WEEK

Eugene, Ore., April 22.—With the sale of ninety automobiles to residents of Lane county during the last seven-day period, automobile dealers of Eugene experienced one of the most active sales weeks in the automotive history of this city, it is reported.

Difficulty is being experienced with most of the dealers, it is reported, in getting enough new cars from the factories to meet the local demand. The figure includes both old and new machines. Sale of second-hand cars is normal, perhaps a little better than formerly, but the sale of new machines is much better than ever experienced here. Farmers as well as business men are buying the new cars, it is indicated by reports.

Committees Named For Akron Dealers

Akron, O., April 22.—Announcement was recently made by Earle Richardson, president of the Akron Automobile Dealers Company, of the standing committees which he has appointed for the present year. H. E. Bennett, secretary-manager of the company, is to act as secretary of the various committees.

The appointments are as follows:—

Legislative: J. Grant Hyde, chairman; William Jones and F. E. McClure; Hudson-Essex, Ford and Dodge representatives respectively.

Used cars: Louis Charvoz, chairman; O. H. Lyle, Roy Meade, Fred Sieberling, William Sharpe and A. O. Wood; Chevrolet, Cadillac, Oakland, Flint, Packard and Nash representatives respectively.

Advertising: Merton Whorley, chairman; L. B. Lyman and Robert Glass; Ford, Willys-Overland and Ford representatives respectively.

This year the dealers' organization is unusually strong and to preserve the feeling of good fellowship and co-operation which has been so noticeable in the past five months, many activities are planned. The following men have been appointed to serve in threes for a three-month period during the year, as the entertainment committee:—

A. J. Akers, W. A. Romich, Richard Leighton, Joseph Burns, A. W. Fredmore, D. W. Thornton, Donald Fike, Roy Burgner, Fred Johnson, Ralph Brightman, Ralph Myers and Howard Romig.

SALES CELEBRATED

Albany, N. Y., April 22.—Frank Mathusa, local Star dealer, set a new Albany record for deliveries last week when he lined up eighteen new Stars for delivery on one day. The buyers helped celebrate the occasion by joining in a Star parade through the city that was concluded with a dinner at the Hampton Hotel.

for Economical Transportation



Embodying elements of beauty never before approached in any low cost car, the improved Chevrolet has won for Chevrolet Dealers a sales opening in a quantity market that would ordinarily be closed to a car costing so little.

Touring - -	\$510	Sedan - - - -	\$735
Roadster - -	\$510	Landau - - - -	\$765
Coupe - - -	\$645	½ Ton Truck -	\$395
		(Chassis Only)	
Coach - - -	\$645	1 Ton Truck -	\$550
		(Chassis Only)	

ALL PRICES F. O. B. FLINT, MICHIGAN

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T

KAUFMANN & BAER HOLD ACCESSORY SHOW

Pittsburgh, April 22.—Following a highly successful opening Monday at which thousands of motorists in the Tri-State district were present, the annual automobile accessories display on the fifth floor of the Kaufmann & Baer store, here, will close Saturday.

This event takes on added significance this year, due to there not having been any regular automobile exhibit here this year, and because the Kaufmann & Baer display also marks the formal opening of the store's new automobile accessory department on the fifth floor of the store. A complete line of camping equipment has been added and will be on display during the exhibit.

Eighteen individual display booths are erected in the enlarged department, and these are occupied

ARVIN ADDS TO LINE OF AUTO HEATERS

Indianapolis, April 22.—The Arvin line of auto heaters has been increased so that it now covers all the popular priced and more rapidly selling cars.

Last year the Arvin family was restricted to five models, two for Fords, and one each for Chevrolet, Dodge and Overland.

This season there has been added a special number for Ford cars equipped with Holley Hot Spot carburetor, and regular manifold heaters for these models: Hudson, Buick Light Six, Buick Master Six, Studebaker Standard Six, Nash, Chrysler 70, Star Four, Hupp Six.

by representatives of nationally advertised and used automobile necessities, who give practical demonstrations showing how their devices add to the comfort and convenience of the motorist.

New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

PORTABLE VOLT-AMMETERS

The General Electric Company of Schenectady, N. Y., has designed a new type DS-2 portable volt-ammeter to meet the demands for an accurate direct-current instrument suitable for all testing purposes which will be compact and easy to handle.

The instrument is so small that it can be carried in the coat pocket, it is claimed, and all exposed parts are protected by a hinged cover. The case is of bakelite, molded to resemble leather. According to its makers, the instrument can be used in hunting trouble; checking automobile and radio batteries, telephone lines, switchboards, load conditions on direct-current motors, railway signal work and checking connections on radio sets, and so forth.

The instrument has six scales, three for voltage and three for current. One of each reads direct and the other in multiples of 10 or 2. Changes from voltmeter to ammeter are made by rotating a switch between the binding posts. The instrument, according to its makers will measure voltages up to 150 and currents up to 30 amperes.

Seattle, April 22.—Ballou & Wright have just contracted with the Willis-Jones Machinery Company to distribute their products exclusively in Oregon and Washington.

OIL MEASURES



Brookins oil measures made by the Brookins Manufacturing Company, Dayton, O., will serve from one to five quarts of oil in one operation. According to the makers the measures insure accuracy and eliminate the mess and dripping which occur when funnels are used. The measure has a flexible metal hose which will reach to the oil intakes of any make of car. A thumb-valve attached just above the handle of the container controls the flow of oil.

The container itself is made of heavy copper finished metal in one, two, four and five quart sizes. The bottom of the container is particularly designed to insure complete drainage.

Increased Activity In Cohoes Plants

Cohoes, N. Y., April 22.—Industrial establishments of this district manufacturing automobile products have shown increased activity during the past two weeks, with indications pointing to the most prosperous year in their history.

Among the many products now being manufactured are upholstery cloth, gaskets, cord tire fabrics, filter cloth, brake linings, curtains and other goods in constant demand by virtually the entire automotive trade. The addition of the Newton Cab Manufacturing Company, at Hoosic Falls, and the Slade Products Corporation at Watervliet, raised the number of automotive producers to more than a score, and incidentally provides employment to several hundred persons of the district.

The Roy Woolen Company at Watervliet has almost its entire equipment of 100 looms engaged in producing automobile fabrics, with indications of capacity schedules during the entire year. This firm was one of the pioneer entrants into the automotive manufacturing field, and its success is shown by the rapid expansion of its business.

The recent receipt of new contracts at the plant of the Beaver Mills Corporation will necessitate speeding up production in the departments engaged in weaving tire fabrics. The firm has recalled a number of employees for work in this department. It was stated that M. L. Dayton has been appointed supervisor of the departments engaged in twisting and weaving tire fabrics.

REPORT BULLET MARKS

Minneapolis, April 22.—An ordinance requiring all garage men to report to police the receipt of all cars involved in accidents or bearing bullet marks has been proposed to the City Council by Judge Levi M. Hall, who was a delegate to the Washington Conference on Street and Highway Safety.

WISCONSIN AXLES

GREATER profits through lower operating and maintenance costs. For all speeds and for all loads, a Wisconsin Axle is available to effect these economies. Write for our replacement data.

Bevel Gear, Double Reduction end Worm Drive

Full-Floating

Semi-Floating

WISCONSIN PARTS CO.

Oshkosh, Wis.

LATEST MONTHLY NEW COMMERCIAL CAR REGISTRATIONS

The figures shown in this table are for February, except where otherwise noted, and are compiled by R. L. Polk & Co. of Detroit.

States	Acme	Autocar	Brockway	Chevrolet	Commercial	Diamond-T	Dodge	Federal	Ford	Garford	Graham Brothers	G. M. C.	Indiana	International	Mack	Mason	Overland	Pierce-Arrow	Reo	Republic	Ruggles	Selden	Service	Star	Sterling	Stewart	White	Miscellaneous	Totals	States	
Alabama				11			8	1	265		10			6					2								2	2	307	Alabama	
Arizona				3			7		25	3	4		1	2					1									3	46	Arizona	
Arkansas				35			13	3	356		5								1	1							1	2	430	Arkansas	
California		13		151			245	32	399	1	141	25	1	13	46	3	4	11	54	2	1			8	8	8	38	96	1301	California	
Colorado		1		52			12	4	154		30	6		11	4			1	10				1	1			3	14	304	Colorado	
Connecticut	1	3	9	61			90	20	261	2	21	6	1	17	28			4	55		1				1	1	23	25	630	Connecticut	
Delaware				14			5		57		1			1			2		4									1	85	Delaware	
Florida	1	9		35			29	17	555		70		6	41	14		3	30	1	22							24	9	866	Florida	
Georgia		1		10			39	6	327		16	12	3	13	8			1	17								21	2	476	Georgia	
Idaho				32			18		37	1	6	3		3	9			1	3	2					1			3	1	120	Idaho
Illinois				222			75	174	19	1011	7	56	10	13	116	46		10	67	9			1		1	1	38	153	2040	Illinois	
Indiana		1		75	1	7	50	12	590	2	28	1	1	47	4		6	32	1				6	3		8	6	19	910	Indiana	
Iowa				65			15	5	305		19	2	1	37	5			1	22	1							2	14	494	Iowa	
Kansas				22	1		16		214		7	5		7				2	2								1	3	280	Kansas	
Kentucky		5		33			22	2	201	1	15	4	4	23	6		3	15					11				7	26	378	Kentucky	
Louisiana				22			32	8	315		6	1		9	4				2								9	6	414	Louisiana	
Maine				3			5		23		2								5									1	39	Maine	
Maryland	2	8	1	32	2		18	5	198		10	7		10	8		2	32	1					1	3		8	5	353	Maryland	
Massachusetts		10	4	17			42	2	194		23			6	12		1	2	44		1				3	4	18	7	390	Massachusetts	
Michigan	3	3		95	3	1	58	34	693		43	14		25	9		7	2	57	2	4				2			18	58	1131	Michigan
Minnesota	1			41		3	28	6	290	1	32	3		14	16			5	19								10	15	484	Minnesota	
Mississippi				23			6	1	240		4			1	4				3								3		1184	Mississippi	
Missouri		4		91		13	51	12	655	1	43	13	6	54	28		5	1	18	7						2	33	71	1108	Missouri	
Montana				23			12		65		5	1		2					1										109	Montana	
Nebraska				29			21	5	314		11	3		14				1	3					2			2	14	419	Nebraska	
N. Hamp.				4			10		23		8		1	3	1		1		2									2	55	N. Hampshire	
N. Jersey																														New Jersey	
N. Mexico									6		2																		8	New Mexico	
New York	3	36	44	197	2	12	246	22	897	7	91	14		44	174		21	19	108	2		19		2	4	9	73	62	2108	New York	
N. Carolina	1			16			8		204		26	1		6	4				3	3							8	7	287	N. Carolina	
N. Dakota				8			4		56		4			4					2								3	2	83	North Dakota	
Ohio	1			18		2	15	1	123	1	8			11	2		3	1	12						1		13	19	231	Ohio	
Oklahoma				11			10	2	59		6	1		3	2				8								4		106	Oklahoma	
Oregon				17			4		97		11	2		5	6	1			3								6	9	161	Oregon	
Pennsylvania	3	48	21	189	2	4	233	22	558	13	135	19	3	46	41	13	13	5	70	9	1	2		2	9	16	70	56	1603	Pennsylvania	
Rh. Island		4		5			14	1	45			1		3	2			1	7								7	5	95	Rhode Island	
S. Carolina				6			5		110		2			3	1				2							2		1	132	So. Carolina	
S. Dakota				9			2		46		3			2														2	64	South Dakota	
Texas	2		123				28	2	772		33	6		22	1		1	2	20						1		12	10	1040	Texas	
Utah				3			11		24		8	1		4	1				3									2	57	Utah	
Vermont			1				4		4		2	1			5				2								1	3	23	Vermont	
Virginia				33			14	2	178	1	9		1	9	4		1	1	5	3	1		1			1	7	9	280	Virginia	
Washington				33			27	1	153	1	9	1		1	11			1	5								9	13	265	Washington	
West Virginia				13			15	1	82		8	2	1	3	1		2	1	5								3	4	141	West Virginia	
Wisconsin		1		103		2	33	13	516	6	30	3		20	10			9	26		1			1	5	7	8	16	810	Wisconsin	
Wyoming				6			2		16		5																		29	Wyoming	
D. of Col.		1		4			7		53		3								2								1		79	D. of Col.	
Total	16	150	80	2000	11	128	1686	265	11505	48	1011	168	45	667	517	17	121	46	784	44	32	21	20	26	40	59	492	769	21,053	Total	

*March figures. †December figures. ‡Month of January.

Late Spring Shows Affect on Business Of Tire Dealers

Kansas City, April 22.—There has been a marked improvement in tire sales in Kansas City the last week, but the full swing of spring sales has not yet been reached.

Dealers generally are predicting a big business this spring, but the and an unusually late spring so far have retarded business.

"Everything points to an exceptionally good spring business," Herb Ford of the Century Tire Company said. "So far, however, sales have been somewhat quiet, but the last few days have shown a big gain. Wholesale business also has been sluggish, but we expect this to pick up soon."

H. W. Kinsey of the Kinsey Tire Company and O. R. Miner of the M. & T. Tire Company also report sales are showing a good increase the last week. "People have been putting off buying tires for a long time and now they must buy if they are going to use the car," Mr. Kinsey said.

Other dealers also are reporting sales as increasing with good motoring weather opening up.

Hartford, Conn., April 22.—Tire men here report that the market is still slow, more so than at the same time last year. The past week has marked some improvement. More old tires were used this winter than ever before, according to the tire men, the demand for used shoes being very heavy.

Nearly all tire dealers are now advertising broadcast that they take old tires in trade toward new ones. This has had the effect of stirring up a little more trade.

William J. Langdon, secretary of the Universal Auto Company and head of the tire department, reports some improvements during the last week. Langdon has a long list of customers, and keeps closely in touch with them at all times, so that in a sense the business here is different from that of other dealers. This firm holds the credit, so it is claimed, for fleet order business. Considerable stock was sold during the winter months for spring delivery, and this is now beginning to go out.

Truck tire business is described as fairly firm.

DINNER FOR HIGHAM

Detroit, April 22.—Sir Charles Higham, president of the Regency Advertising Club of London, was the guest of honor at a dinner tendered him by the Adcraft Club of

N.D. Farmers Last Year Used 15,852 Tractors

Grand Forks, N. D., April 22.—Even though the number of tractors in use on farms in North Dakota increased from 11,834 in 1920 to 15,852 in 1925, the state slipped several notches in its relative number among other states, a recent survey shows.

Earlier acceptance of the tractor for general use on farms by North Dakota farmers than by those in other states is given as a reason for the slower relative increase in the last five years. The state's average in 1920 was 1 tractor for every 6.4 farms; in 1925 the average was 1 for every 4.9 farms, compared with 1 for every 5.4 farms in Illinois last year.

Fast Truck Service Used in So. Africa

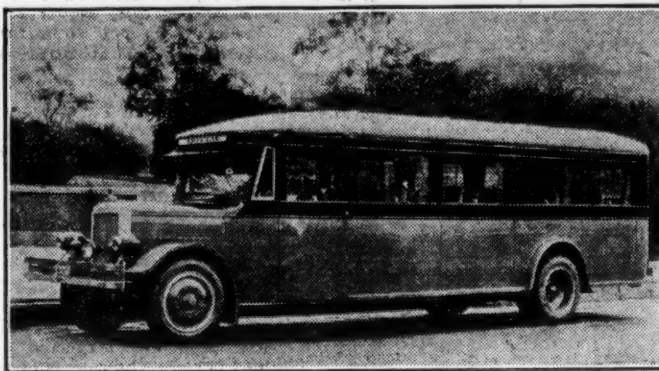
New York, April 22.—The rapid development of motor truck transportation abroad is further indicated in a dispatch received here by George S. Oettle, director of the Government Tourist Bureau, from the office in South Africa, which reads as follows:—

"Sir William Hoy, general manager of the South African Railways and Harbours, has been a keen supporter of fast motor trucks for developing rural areas; at the end of 1925, over 1,316 miles were being served by such services. These cater for passengers, parcels, light farm produce, mails, and assist farmers to earn a monthly check instead of having to wait for the annual one accruing from the sale of crops."

"Since the beginning of 1926, nine additional services involving a total of 576 miles have been introduced. The government of the Union of South Africa has determined that rural road services will be speedily developed throughout the country."

Detroit. James Schermerhorn acted as toastmaster, and addresses were made by Mayor John W. Smith and by John Cameron, British consul at Detroit.

Parlor Car Bus of Menominee Truck



Clintonville, Wis., April 22.—Sales have increased more than 40 per cent. in the last year due to the growing demand for motor coaches, declares J. W. Kalmes, assistant secretary of the Menominee Motor Truck Company of Wisconsin, located in this city. He looks for an increasing demand as the 1926 season advances.

"We do not think the trend is away from railways or street cars, but that the bus will eventually supplement these modes of transportation," says Mr. Kalmes. "Our function is really becoming one of helping these companies to hold this business. We feel that the street railways are the logical ones to operate buses, although there is a legitimate field also where communities are not served by the utility companies."

Motor buses have been manufactured for more than ten years

by the Menominee Company and the latest creation is its parlor car, which has hit a popular note in transportation circles. Several buses out of a fleet of twenty-two Menominees put into operation in 1917 by the Long Beach Transportation Company, Long Beach, Cal., are still in operation.

In 1922 the company started to build a strictly bus chassis and this vehicle has been found to please the traveling public the most. The Charleston Interurban Railroad Company, of Charleston, W. Va., is using fifteen Menominees. One of the company's near neighbors, the Wisconsin Traction, Light, Heat and Power Company, Appleton, Wis., has five. A spring hanger which is under patent and prevents sideways has been an important sales factor. The company is not building its own bodies but has three outside concerns producing them.

PA. RUBBER CO. PLANT AT YOUNGSTOWN OPENS

Youngstown, O., April 22.—Opening of the \$55,000 plant of the Pennsylvania Rubber Company here attracted thousands from Youngstown and surrounding territory who came to view the new establishment.

The new home marks eight years progress, in 1918 the Pennsylvania concern absorbing the Henderson Auto Supply Company. A. J. Price is local manager of the Youngstown branch, which is one of the nine such stores. W. B. Wellford is manager of the service parts department. The Youngstown store supplies a district including four Ohio counties and four counties in Pennsylvania. It covers 12,000 square feet and is laid out on one floor to expedite shipping and receiving. It is the only exclusively wholesale auto supply depot in Youngstown.

PRIVATE TAXIS TO MAKE APPEARANCE IN MONTREAL

Montreal, April 22.—Private car taxis will make their appearance on Montreal streets on May 1, according to information received to the effect that the Crescent Taxis, Ltd., recently incorporated under provincial charter, will launch a fleet of twenty-five automobiles, free of company insignia or markings, into the field of motor transportation by hire.

Rates, it was stated, will be the same as the prevailing taxicab rates in Montreal, and will be calculated from the speedometer, as the new taxis will carry no meters. It is expected that the charges, when the company begins to operate, will be on the basis of 30 cents a mile, taking into consideration present rates of hire. Of the twenty-five cars to be put out when operations begin, twenty will be of limousine and sedan type, while five will be touring cars.

MORE TAUBMAN STORES

Norfolk, Va., April 22.—The Taubman Automotive Company is rapidly increasing its chain of department accessory stores and on April 10, opened the most recent addition at 969 Broad St., Newark, N. J. On the first of May Boston, Mass., will extend greetings to a new Taubman store at 165 Massachusetts Ave.

Bus Assn. of Calif. Studies Problems

San Diego, Cal., April 22.—The regular meeting of the Motor Carriers' Association of California was held here recently, with officers of the principal bus lines of the state attending.

Problems of importance to the industry which came up for discussion included:—

The constitutional amendment regulating the taxation of motor buses, which is to go on the ballot at the next state election.

The issuance of a universal time table to embrace to operating schedules of all the member lines in the state.

Establishment of a uniform system of accounting for bus companies for the greater efficiency of their own business, and as the basis of their annual reports to the Railroad Commission.

Federal legislation governing the interstate operation of bus lines, which at present are not subject to any regulation whatever.

The progressive improvement of the type and operation of motor bus coaches, in both of which fields California already leads the entire country.

FOUR WHEEL EXHIBIT

Clintonville, Wis., April 22.—At the annual convention of the National Electric Light Association in Atlantic City, to be held in May, the Four-Wheel Drive Auto Company of this city will have an exhibit of their product, according to the report of officials. They plan to show an A. T. A. chassis, together with the Spowart type boring machine assembly complete. H. M. Daniels of the New York branch and A. W. Giersbach of the home office will have charge of the exhibit.

BRAGG, NEW MANAGER

Salt Lake City, April 22.—A. H. Stephenson, manager here for the Fisk Rubber Company for several years past, has resigned and is succeeded by S. G. Bragg, who comes from the Oregon branch of the company.

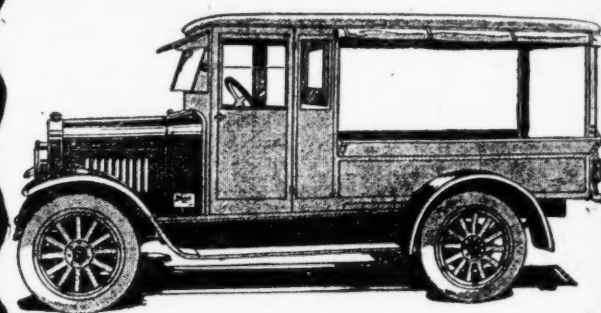
Highway Expenditure by States Shows Big Gain

WASHINGTON, April 22.—How the various states are increasing their expenditures for highway construction and maintenance is illustrated by the following chart, issued by the Bureau of Public Roads.

While there have been reductions in some of the states, the increases in others have been so great that the grand total has jumped from \$447,362,358 in 1923 to \$598,590,948 in 1926.

States	1923	1924	1925	1926
Alabama	\$5,116,507	\$7,779,311	\$7,360,000	\$9,900,000
Arizona	2,883,709	3,070,498	3,300,000	4,200,000
Arkansas	11,823,690	11,214,248	10,000,000	6,500,000
California	19,898,947	21,565,288	11,800,000	14,000,000
Colorado	7,740,947	6,490,567	4,150,000	4,550,000
Connecticut	6,915,091	8,889,959	10,200,000	7,785,289
Delaware	3,747,621	3,658,216	2,207,000	2,930,000
Florida	4,622,983	6,949,135	7,753,700	14,000,123
Georgia	5,682,852	7,304,255	6,650,000	7,324,750
Idaho	2,533,988	2,584,747	2,200,000	2,837,000
Illinois	30,993,977	40,851,149	52,175,000	46,200,000
Indiana	9,275,510	14,919,566	13,744,000	13,200,000
Iowa	17,979,639	17,910,634	9,384,000	13,584,108
Kansas	6,965,133	6,638,899	3,625,000	9,072,000
Kentucky	6,437,017	15,469,877	8,786,000	12,000,000
Louisiana	6,081,865	8,842,682	8,000,000	9,250,000
Maine	6,149,293	6,959,658	4,800,000	8,983,400
Maryland	7,762,372	12,727,535	6,697,200	7,116,398
Massachusetts	10,614,231	13,239,751	13,426,000	13,000,000
Michigan	15,586,208	24,269,601	25,500,000	11,500,000
Minnesota	10,853,257	16,761,906	18,000,000	21,500,000
Mississippi	2,876,466	5,320,565	3,250,000	6,250,000
Missouri	19,588,523	26,106,781	27,000,000	28,076,000
Montana	1,454,050	1,788,362	1,775,000	1,350,000
Nebraska	5,774,723	6,804,402	5,250,000	6,500,000
Nevada	2,345,456	3,174,385	1,755,000	1,570,000
New Hampshire	2,992,785	3,848,014	3,500,000	3,550,000
New Jersey	12,032,203	21,487,690	19,225,000	22,900,000
New Mexico	3,204,914	4,009,403	2,150,000	3,555,583
New York	38,128,082	42,257,627	40,000,000	36,750,000
North Carolina	28,148,158	34,738,806	16,500,000	16,050,000
North Dakota	1,082,405	1,844,276	2,700,000	5,450,000
Oklahoma	12,878,999	27,079,560	29,000,000	25,500,000
Oregon	6,730,974	6,637,865	9,000,000	10,000,000
Pennsylvania	10,785,728	9,360,380	6,000,000	7,000,000
Rhode Island	23,156,628	48,333,185	53,000,000	63,550,000
South Carolina	3,652,114	2,769,649	3,000,000	3,790,000
South Dakota	4,621,683	5,887,452	5,100,000	5,540,000
Tennessee	2,468,205	3,585,620	4,827,000	3,350,000
Texas	4,157,563	8,405,114	10,700,000	18,000,000
Utah	16,292,687	25,230,460	17,000,000	28,000,000
Vermont	2,709,246	3,627,151	2,533,000	3,640,798
Virginia	2,879,510	2,832,000	2,637,000	3,520,000
Washington	9,848,619	14,611,112	8,278,600	10,285,500
West Virginia	7,168,943	7,671,088	9,500,000	9,000,000
Wisconsin	15,665,417	14,124,144	12,000,000	13,750,000
Wyoming	8,102,352	8,881,798	8,799,000	20,970,000
Grand total	\$447,362,358	\$605,665,207	\$539,630,400	\$698,590,948

*Partly estimated.



"Buddy" Stewart Has Caused A Stir in Truckdom

3/4 Ton Speed Truck \$895 chassis

Other Models

4 and 6 Cylinder Motors

1 Ton Speed Truck
1 1/2 Ton Speed Truck
2 Ton, 2 1/2 Ton, 3 1/2 Ton
Also 18 and 25 Passenger Bus Chassis

All Prices f. o. b. Buffalo

Our franchise requirements are unusually liberal. Write or wire for details.

STEWART MOTOR CORPORATION—Buffalo, N. Y.

Stewart
MOTOR TRUCKS

"Buddy" Stewart is a real 3/4 Ton Speed Truck at a popular price. All truck—not a converted passenger car, not a one-year truck. Good-looking, easy riding, easy steering, reliable and economical.

Throughout the world many 4, 6, 8, 10 and even 12 year old Stewarts are still on the road, proving every day the claim of owners and drivers that Stewart is "America's Greatest Truck Value."

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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Gyp Clubs

COLEMAN ROBERTS, vice-president of the Carolina Motor Club, recently sounded in the Automotive Daily News a warning against "gyp" motoring organizations. "Thousands of dollars will be mulcted from North Carolina motorists, dealers, service station operators, hotel and restaurant owners during the summer touring season through investment in wildcat or 'gyp' motoring schemes," says Mr. Roberts in his statement.

The warning is pertinent to other sections of the country besides Tarheelia, because there is no part of these United States in which fake motoring organizations do not spring up with the coming of every motoring season, usually dying when the chill winds of fall contract the activities and pocketbooks of motor car owners.

The fact is that one of the important items of the stock in trade of the gyps is a name that gives a purely commercial organization—and commercial usually in the sense of putting money in the pockets of the founders without any return to the car owners who have paid—the atmosphere of being a "club" or "association" or other mutual benefit organization.

If a salesman came to your door and tried to sell you tires for the Blank Tire Company you probably would turn him away, preferring to purchase from your regular dealer. If the same individual came to you as representative of the Car Owners' Protective Tire Association or club or league, explaining that the organization was a mutual benefit outfit, buying tires at wholesale and giving them to members at wholesale plus the small handling charge, with a saving of so many per cent. under the retail price, you would probably hearken to him, that being human nature. Thousands of motor car owners every year are listening to just such pleas and are losing money thereby.

Now there are in the automobile world many worthy organizations, to cite just one—the American Automobile Association and its 700 allied clubs. These are real car owners' clubs, performing a definite and beneficial function in motoring life. On the reputation for service that these legitimate clubs have built up the gyps and fakers live, by adopting names that seem to indicate similar organization and functions.

The point that we want to bring home to readers is not to give money to salesmen for any alleged motoring organization without investigating. If the organization is a worthy one, it will welcome being looked into. If the salesman tries to sweep you into becoming a "member" without a chance to investigate his proposition, be just that much more suspicious of the whole thing.

This advice applies to dealers, just as much as to car owners, and, furthermore, car dealers will be well advised to pass on the warning to their patrons. Every cent of money spent on gyp motoring organizations, helps to constitute sales resistance. Let's swat the gyps.

Another industry that draws large dividends from the automotive business is copper. The Copper and Brass Research Association recently informed us that 245,000,000 pounds of copper are bought by the automotive industry every year. Copper joins steel, glass, leather, and a few more industries as owing much of its prosperity to the automotive industry.

Two Eldridge Specials are to compete in the Indianapolis 500-mile race on Memorial Day. These are cars designed and built by an Englishman, E. A. Eldridge, in France. They have front wheel drive, and old-timers will remember Barney Oldfield's front wheel drive car that never did get up to its full speed possibilities.

Our Own Automotive Family Album—

The Boyhood Days of Our Industry's Leaders

By Kessler



EARL V. HENNECKE, VICE-PRESIDENT AND GENERAL MANAGER OF THE MOTO METER CO., ATTENDED SCHOOL IN BUCYRUS, OHIO, WHERE HE HELPED TO KEEP THE TEACHER AWAKE.

FARMERS FIND USE FOR DISCARDED OIL

Ohio Garageman Makes Profit Selling Waste Lubricants

NEW YORK CITY, April 22.—John J. Martin a rural garageman out in Washington county, Ohio, is making several extra dollars each month by turning waste motor oil into cash. His sales medium is a small advertisement, run once a month in the local newspaper; and his customers are the farmers of his territory.

"When a motorist calls for a change of oil, the usual custom is to discard the oil drawn from the engine," the garageman explained recently. "But while serving a customer last summer, a farmer who happened to be present asked my price on five gallons of this discarded oil. I was surprised at the question, but it gave me an idea; and after the farmer had explained how he used the oil I prepared for the village newspaper a little advertisement worded thus:—

The successful farmer disinfects his stables; treats his implements, and protects his orchard with Used Motor Oil.

We have it in stock, priced at 30 cents per gallon.

J. J. MARTIN.

"My next move was to provide a cask, into which the oil was poured as soon as drained from a car. All grades were dumped into the same container, where it would be measured out, without requiring extra bother on my part.

Within the next few days farmers began calling for this material. I filled orders ranging in quantity from one quart to ten gallons, and before the month was out I had calls for all the old oil I could spare. I keep the advertisement on the job, and fill orders in turn. The practice not only adds a noticeable profit to my regular business, but it keeps my garage cleaned up on a product that formerly went to waste.

"Farmers use this oil in various ways. It is a germ chaser in the barn and poultry houses. I keep mice and rodents from lumber and young trees. A coat applied to metal prevents rust. They also use it in spraying solutions, and in

killing out undesirable shrubs and weeds. Additional uses are being found every day, as can be seen by the farm magazines.

"I have learned to take advantage of my opportunity for turning such odds and ends into cash. Waste oil, grease, steel cuttings, and even battery residue, have a use on the farm, and a garageman is sleeping on his rights when he fails to make them a sideline."

PIONEER AND APPERSON PLANTS FAIL TO SELL

Fort Wayne, Ind., April 22.—Properties of the Pioneer Automobile Company and the Apperson Automobile Company, at Kokomo, Ind., failed to find a purchaser at a receiver's sale in the plant administration building. One bid was submitted by W. H. McIntyre of Kalamazoo, Mich., owner of patents covering a valveless motor which he plans to manufacture.

Mr. McIntyre offered to take the properties subject to the state and county taxes and liens against the property for improvement assess-

Boyle Valve Co. Buys Big Racer

Chicago, April 22.—The Boyle Valve Company has purchased the Miller 122-cubic-inch Supercharger Motor from Earl Cooper and plans to make it eligible for the 500-mile race at Indianapolis on Memorial Day. The car was driven under the Boyle Valve flag at Culver City recently, being handled by Clifford Woodbury, who was formerly state champion of Illinois for two years. The car is being operated under the name of Boyle Valve Special. It has been entered in the Atlantic City race on May 1 and at Charlotte, N. C., on May 10, after which it will be re-vamped for Indianapolis.

ments and to pay the receiver the sum of \$125,000. This offer was rejected because of it not being equal to the appraised value of \$329,600. No further steps for the sale or disposition of the property will be taken now until May 1.

Coming Automotive Events

APRIL

- 20-23—Philadelphia, Pa. Retail Delivery Association, annual convention, Bellevue-Stratford Hotel.
- 21—New York City. Society of Automotive Engineers, metropolitan section. Building Trades Club.
- 21-23—New York City. American Welding Society, Convention Engineering Societies Building.
- 22—Detroit, Mich. Society of Automotive Engineers, sectional meeting.
- 23—Chicago, Ill. Society of Automotive Engineers, meeting of the Chicago section, Western Society of Engineers Auditorium.
- 23—Washington, D. C. Society of Automotive Engineers, meeting of the Washington section, Cosmos Club.
- 30—New York City. National Highway Traffic Association, annual meeting Automobile Club of America.
- Vienna, Austria. International Street and Highway Traffic safety exhibition.

MAY

- 1—Atlantic City, N. J. Races at opening of new speedway.
- 6-8—Providence, R. I. National Machine Tool Builders Association, convention.
- 21-23—Atlantic City, N. J. National Electric Light Association and Electric Truck Manufacturers Association, convention.
- 10—Charlotte, N. C. American Automobile Association race.
- 12-13—Galveston, Tex. Tenth annual convention of the Texas Automotive Dealers' Association.
- 13-15—Detroit, Mich. American Gear Manufacturers' Association, tenth annual convention, Book-Cadillac Hotel.
- 25—Buenos Aires, Argentina. Argentine Rural Society, International Exhibition of Roads, Transport and Touring; Show Grounds, Palermo.
- 30-31—Indianapolis, Ind. 500-Mile race.

JUNE

- 1-4—French Lick Springs, Ind. Semi-annual national meeting of the National Society of Automotive Engineers.
- 8-10—Detroit, Mich. American Body Builders' Association, convention, Hotel Statler.
- 12—Altoona, Pa. American Automobile Association race.
- 12-13—Le Mans, France. Rudge-Whitworth twenty-four-hour stock car race.
- 16-18—Philadelphia, Pa. Society of Industrial Engineers, thirteenth national convention, Bellevue-Stratford.
- 14-15—Montreal, Canada. Automotive Equipment Association meeting, Mount Royal Hotel.
- 26—Laurel, Md. American Automobile Association race.

JULY

- 5—Salem, N. H. American Automobile Association, race.
- 17—Atlantic City, N. J. American Automobile Association, race.

AUGUST

- 3-4—Denver, Col. Denver Post, outdoor automobile show.

SEPTEMBER

- 6—Altoona, Pa. American Automobile Association, race.
- 25—Salem, N. H. American Automobile Association, race.

Dealer Activities

LYNDEN (WASH.) DEALER ADDS BUICK LINE

Olympia, Wash., April 22.—C. R. Axling, owner of the Lynden Chevrolet Company of Lynden, Wash., has been named Lynden Buick dealer and will handle the Buick cars in connection with his Chevrolet business.

PLAN DODGE DEALERSHIP FOR MORNING SUN, IA.

Morning Sun, Ia., April 22.—W. M. Hewitt of Burlington, representing the Sheagren-Hunt Company, Dodge dealer, was here this week preparing for the opening of a branch dealership in this city.

PEERLESS AGENT NAMES SIOUX CITY, IA., DEALER

Sioux City, Ia., April 22.—The Shoberg Motor Company at 13th and Pierce Streets has been appointed distributor of the Peerless car. Cars are being serviced and stored in the basement of the building, as before, the entire top floor being utilized for storing and repairing. There has been no Peerless dealership here for more than a year.

NAMED PONTIAC DEALER AT ELLENSBURG, WASH.

Olympia, Wash., April 22.—The Mead Motor Works has just been designated Ellensburg, Wash., dealer for the Pontiac. L. A. Malone will be in charge of sales.

PARADE STAGED BY MARMON DEALER IN LONG BEACH, CAL.

Long Beach, Cal., April 22.—The Hall Motors, local dealers for Marmon and Rickenbacker cars, recently staged a parade of fourteen cars through the downtown streets. A local show troupe co-operated with the dealers, supplying young women to pilot the cars. P. G. Williams, president of the Marmon Motor Company of Indianapolis, viewed the parade.

FOURTH HUDSON-ESSEX DEALER FOR MEMPHIS, TENN.

Memphis, Tenn., April 22.—The Linden Motor Company building at 982 Lindeh Ave., will be ready for complete Hudson-Essex service within the next week. P. A. Aden is president, George S. Johnston, general manager, and W. A. Barclay, sales manager. This concern is the fourth metropolitan dealership established here under the Memphis Motor Car Company.

MASS. BUICK DEALER BUYS FIRM IN ANOTHER CITY

North Adams, Mass., April 22.—Harry B. Sisson, head of the Sisson Buick Company, of Pittsfield, has just purchased the service station and show rooms of the Van Sleet Motor Company, at 218 Ashland St. It is expected that William H. Sisson, son of the Pittsfield dealer, will conduct the local Buick dealership. E. Vadnais and Son, former Buick dealer here, recently relinquished the franchise. Mr. Van Sleet announced today that he would continue to conduct a sales room at the corner of Ashland and Summer Streets, and that he will establish a new service station as soon as a location is chosen.

DANIELS OPENS CHICAGO PAIGE-JEWETT BUSINESS

Chicago, April 22.—Harry B. Daniels, formerly connected with the Bird-Sykes Company, distributors of Paige and Jewett cars, and more recently a branch manager for Cadillac, has just opened retail salesrooms at 6111 Broadway, showing the entire Paige and Jewett line. Associated with him in the business are H. T. Clark and C. S. Jackson, both well-known in automobile circles.

LOS ANGELES STAR CAR DEALER OPENS BRANCH

Los Angeles, April 22.—H. W. Curtis Company, Star dealer, has opened a branch salesroom on Brooklyn Avenue in Boyle Heights.

Detroit Dealers Win Safety Prize

Special from A. D. N. Detroit Bureau
Detroit, April 22.—Detroit's annual Safety Week opened Sunday with a mammoth safety parade, in which there were 2,700 persons and forty-four floats. It took an hour for the parade to pass a given point and the reviewing stand was filled with prominent officials and citizens.

Commissioner of Police Frank H. Croul was the reviewing officer, with Charles T. Bush, president of the Detroit Automobile Club; William F. V. Neumann, chairman of the club's safety and traffic committee; Sheriff George A. Walters, Chief Inspector Thomas O'Grady, L. J. van Schoick, who had charge of the parade's details, and others.

Prizes of loving cups were awarded for the best floats, as follows: First prize, Detroit Automobile Dealers' Association; second prize, department of recreation of the city of Detroit; third prize, Federal Motor Truck Company. Honorable mention was accorded the float entered by the Ford Motor Company, and to entries by the women's clubs of the city.

Tuesday, yesterday and tomorrow evenings were set aside for firing aerial bombs, one for each death in a traffic accident, as a means of impressing upon the public the seriousness of the danger and the necessity for co-operation in safety work.

WHITE STOCK EX-DIVIDEND

New York, April 22.—The committee on securities of the New York Stock Exchange has ruled that transactions in the stock of the White Motor Company shall be "ex" the 20 per cent. stock dividend April 15.

HARTER B. HULL, head of the Harter B. Hull Company, Dodge distributor for the Memphis, Tenn., territory, and newly elected president of the Memphis Automobile Dealers' Association.



Incorporations

NEW YORK STATE

Albany, April 22.—New automotive concerns that have been granted corporation charters by the secretary of state are: C. A. Merkel, Inc., Rochester, \$50,000; deal in automobiles, conduct garage; Charles A. Merkel, Pittsford, N. Y.; Charles C. Dossbach, 1240 Culver Rd., Rochester, and Joseph A. Ochs, 5170 St. Paul Blvd., Rochester.

Balch Service Corporation, N. Y. county, 100 shares, no par value; operate automobiles; H. J. Balch, 110 West 54th St., New York city, and W. R. Barry and S. A. Freeman, 165 Broadway, New York city.

Portmar Garage, Inc., Brooklyn, \$10.

000; deal in automobiles, operate garage; Charles Martino, Max Rappaport and A. A. Rothkrug, 175 5th Ave., New York city; Eastern Oil and Gas Corporation, Riverhead, Suffolk county, 600 shares, no par value; manufacturing gasoline, oil, automobile accessories, rubber goods, farm machinery, hay, cereals, etc.; H. F. Corwin, A. W. Conklin and Robert C. Clark, Riverhead.

M. C. Auto Trucking Corporation, Manhattan, \$1,500; trucking business; Morris Cohen, Rose Cohen and Leona Cohen, 281 South St., New York city.

720 East 146th St., Corporation, Bronx, \$5,000; garage and automobile business; Anthony LePore, Salvatore Marinello and Louis Saritsky, 51 Chambers St., New York city.

West 63d Street, Cab Corporation, Manhattan, \$5,000; automobile business; George Milke, 1122 Kelly St., Bronx, Joseph Coote, Jr., 3003 93d St., Jackson Heights, L. I., and Joseph W. O'Donnell, 225 West 16th St., New York city.

Reilly & Gilliar, Inc., Great Neck, 100 shares, no par value; deal in motor vehicles; William Reilly, and C. George Gilliar, Great Neck, and Mae Bradley, Manhasset.

Sidney Construction and Development Corp., Manhattan, \$5,000; erect buildings, real estate, deal in automobiles; Joseph C. Koenigsberg, H. C. Simons and Mildred Berry, 342 Madison Ave., New York city.

Falcon Auto Body Service Corporation, Manhattan, \$50,000; automobiles, garage business; Benjamin Joseph, P. J. DiSessa and Sara Grossman, 61 Chambers St., New York city.

Kieran Tire Company, Inc., Richmond county, 1,200 shares, no par value; deal in tires, automobiles; Theodore Kieran, 96 Townsend Ave., Stapleton, S. I.; Enrico C. Soldini, 264 Van Duzer St., Stapleton, and Frank B. Cassidy, 56 Norwood Ave., Stapleton.

Classified Advertising

CLASSIFIED RATES
5c word (per daily insertion)

HELP WANTED—MALE

FIRST class automobile mechanic, experience on White trucks desirable, to take charge of garage connected with nitrate mining property, Chile, South America; 3 year contract, transportation both ways and salary while traveling paid by company. In reply give complete details and experience. Address G. C. Room 304, 240 Broadway, New York city.

Personal Items

SAWIN IS PROMOTED

Chicago, April 22.—Announcement is made of the appointment of George W. Sawin as manager of the Chicago branch of the B. F. Goodrich Rubber Company. Mr. Sawin has been associated with the branch for several years.

TURNER TO CHANGE POSTS

Burlington, Ia., April 22.—Jack Turner, well known in the automobile trade in this territory, will leave the Warming Motor Company May 1 to become associated with the King & Sanburg Motor Company, having been made a member of the board of directors and secretary-treasurer of the latter.

DAVIS MADE EXECUTIVE

Olympia, Wash., April 22.—Samuel J. Davis, well known southwest Washington automobile salesman, has been named assistant manager of the E. E. Vergow Star car dealership here.

MOODY LEAVES GOODYEAR

Akron, April 22.—Charles P. Moody, for many years editor of one of the Goodyear Tire and Rubber Company's employee publications, but for the last few years attached to the advertising department in charge of the preparation of all printed matter, left last week to take up new work with an advertising house in Cleveland. He had been with Goodyear for twelve years.

DAMPMAN MADE MANAGER

Evanston, Ill., April 22.—A. S. Dampman has been promoted to general manager of the branch here of the Hudson Motor Car Company. He was formerly with the Rolls-Royce Company of Chicago, and left there to enter the sales force of the Hudson Company, from which position he has just been promoted.

Improvements

OPEN NEW HOME

Albany, April 22.—The Albany Automobile Dealers' Association helped open the big new headquarters of the Albany Hardware and Iron Company this week. The hardware company has just completed erection of a \$1,000,000 warehouse and office building in lower Broadway, on the banks of the Hudson River, and had the Albany dealers as its guests for its weekly meeting. The company carries a complete line of automobile parts and accessories, and is one of the largest concerns of its kind in this section of the state.

STAR DEALER MOVES

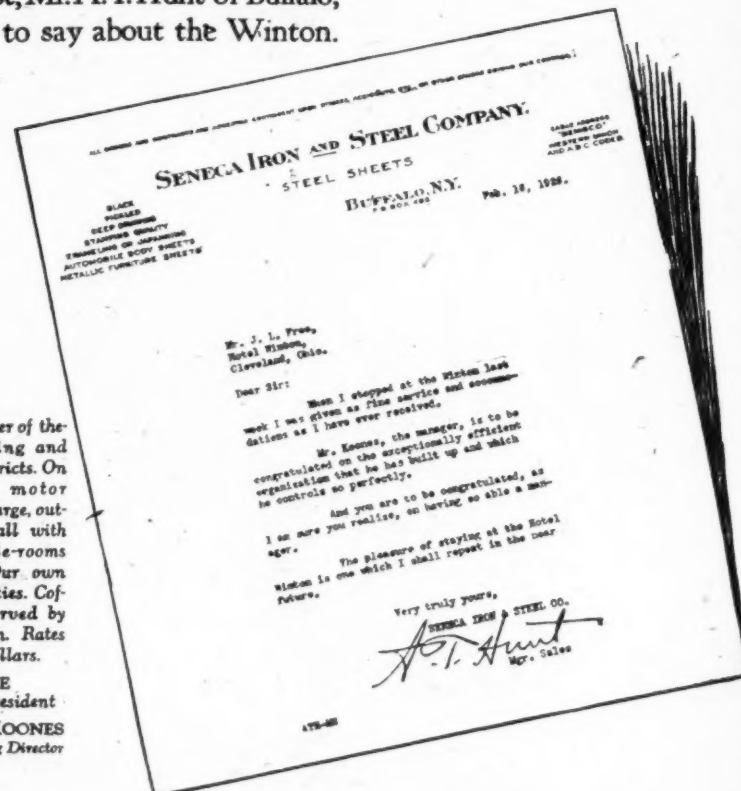
Columbus, O., April 22.—Carl Knapp, owner of the Knapp Motor Sales, Star and Durant dealership here, who established temporary sales and service quarters at 39 North 4th St. early in January, has just leased and taken possession of the building at the corner of Chestnut and Front Streets.

OPENS \$125,000 HOME

Topeka, Kan., April 22.—Citizens of the capital city turned out in full force to the opening of the new \$125,000 home of the C. R. Cameron Motor Company, Ford dealer, at 10th Avenue and Quincy Street. A dance was held in the large display room. The building is 125 by 130 feet, two stories, of reinforced concrete construction faced with terra cotta and polychrome pastel shades. C. R. Cameron, owner of the dealership, formerly was a cigar salesman. He purchased the dealership two years ago. Last year the company sold 895 new Fords and trucks in Topeka. Its monthly record was established last March, when 119 new Ford cars and trucks were sold. Cameron has an organization of forty-eight persons.

"as fine service and accommodations as I have ever received—"

Here's what one enthusiastic guest, Mr. A. T. Hunt of Buffalo, has to say about the Winton.



HOTEL WINTON
Cleveland
PROSPECT AT NINTH



Financial News of the Automotive Industry

BULK OF GASOLINE SUPPLY IN HANDS OF N. J. STANDARD

One Company Believed To Have Control of Market at Present

NEW YORK, April 22.—In line with its policy of expansion and development dating back ten years, Standard Oil Company of New Jersey, in addition to acquiring vast oil properties in this country and abroad, has accumulated the largest storage of gasoline owned by any organization.

No accurate figures as to its ownership of gasoline are available but the statistics of the United States Bureau of Mines allow a good estimate, says Dow, Jones & Co. According to the government figures, there are 410,000,000 gallons of gasoline in storage on the east coast of the United States. For the most part, this is owned by the Standard Oil Company of New Jersey.

The present total compares with 304,000,000 gallons a year ago. The big increase during the year has been due in large part to shipments of gasoline from California. The point to be considered in this connection is the willingness of the Standard of New Jersey to increase its stocks of gasoline by large purchases on the Pacific Coast and by continuing the operation of its own plants at high speed. Other oil men consider Standard of New Jersey's gasoline policy significant, and they believe the Jersey company has the gasoline situation in its own hands.

There are several other refiners along the east coast, such as the Standard Oil of New York, Atlantic Refining and Sinclair, but their ownership of gasoline is small, compared with that of the Standard of New Jersey.

In addition to its gasoline on the east coast, the Jersey company has a large amount in storage on the Gulf coast through subsidiary companies. There are 350,000,000 gallons in storage in the last named area, large quantities of which are owned by Humble Oil and Standard Oil Company of Louisiana, controlled by Standard Oil of New Jersey.

The 410,000,000 gallons in storage on the east coast are more than 20 per cent. of the 1,850,000,000 gallons in storage in this country. They are the largest individual holdings, and are located at the point of greatest domestic consumption and export.

Much of New Jersey's stored gasoline is for export. The export movement from this country for all companies is in excess of 125,000,000 gallons a month, the most of which is handled by the Jersey company.

Standard Oil of New Jersey's domestic marketing area represents only a small part of its total sales. It is the largest seller of gasoline to Standard Oil Company of New York, with vast markets in New York and New England.

As recently as 1920 the stored gasoline on the east coast amounted to only slightly more than 100,000,000 gallons.

FRANKLIN VOTES DIVIDEND
Syracuse, April 22.—Directors of the H. H. Franklin Manufacturing Company, manufacturers of the Franklin car, declared the regular quarterly dividend of 1% per cent. on Franklin preferred payable on May 1 to stockholders of record on April 20.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE									
Previous, 1926	High	Low	Div.	Sales	High	Low	Close	Net	Change
63 1/2	49 1/2	3		Advance Rumely pf....	200	51	51	51	+ 1/4
16	9 1/2			Ajax Rubber	200	9 1/2	9 1/2	9 1/2	+ 1/4
94 1/2	78 1/2	6		Allis-Chalmers	1,300	83	82 1/2	83	+ 1/2
110	105	7		Allis-Chalmers pf....	200	107 1/2	107 1/2	107 1/2	+ 1/2
34 1/2	19 1/2	2		Am. Bosch Magneto....	1,000	20	19 1/2	20	+ 1/2
27 1/2	26 1/2	3		Briggs Mfg. Co.	1,500	27 1/2	27 1/2	27 1/2	+ 1/4
45 1/2	31 1/2	4		Chandler-Cleveland pf.	700	32 1/2	32 1/2	32 1/2	+ 1/4
54 1/2	28 1/2	3		Chrysler Corp.	18,900	33 1/2	33 1/2	33 1/2	+ 1
108	93	8		Chrysler Corp. pf....	100	100	100	100	+ 1
13	10 1/2	.80		Continental Motors ..	20,500	10 1/2	10 1/2	10 1/2	+ 1/4
47 1/2	26 1/2	7		Dodge Bros. A.	500	26 1/2	26 1/2	26 1/2	+ 1/4
88 1/2	81 1/2	7		Dodge Bros. pf....	500	81 1/2	81 1/2	81 1/2	+ 1/4
32 1/2	24 1/2	2		Eaton Axle & Spring..	700	27 1/2	26 1/2	26 1/2	+ 1/4
79 1/2	71 1/2	6		Electric Stor. Battery.	300	76 1/2	76 1/2	76 1/2	+ 1/4
82 1/2	61 1/2	6.50		Electric Auto-Lite	100	64	64	64	+ 1/4
24 1/2	10			Emerson-Brant pf....	200	10	10	10	+ 1/4
105 1/2	84 1/2	5		Fisher Body	1,100	87 1/2	86	87	+ 1/4
26 1/2	14 1/2	3		Fisk Rubber	900	17	16 1/2	16 1/2	+ 1/4
84 1/2	76 1/2	7		Fisk Rubber 1st pf. stp	200	77 1/2	77 1/2	77 1/2	+ 1/4
42	29	3.75		Gabriel Stubbler A....	200	32	32	32	+ 1/4
131 1/2	113 1/2	12		General Motors	54,800	120 1/2	118 1/2	120	+ 2
115 1/2	113 1/2	7		General Motors pf....	400	114 1/2	114 1/2	114 1/2	+ 1/4
25 1/2	18	2		Glidden Co.	1,700	20 1/2	19 1/2	20 1/2	+ 1/4
70 1/2	51 1/2	4		Goodrich Co. pf....	5,400	54 1/2	52 1/2	54 1/2	+ 1/4
109 1/2	98 1/2	7		Goodyear T. & R. pf.	500	100 1/2	99 1/2	100 1/2	+ 1/4
193	105 1/2	8		Goodyear T. & R. pr pf	300	107	106 1/2	106 1/2	+ 1/4
46	34 1/2	3.25		Hayes Wheel	1,000	37 1/2	35 1/2	37 1/2	+ 1/4
123 1/2	61	3		Hudson Motor Car....	98,000	67 1/2	64 1/2	67 1/2	+ 1/4
28 1/2	17	1		Hupp Motor Car....	3,800	21	20 1/2	20 1/2	+ 1/4
24 1/2	18	2		Indian Motor Car....	200	20 1/2	20 1/2	20 1/2	+ 1/4
66	31 1/2	3		Jordan Motor Car....	5,700	36 1/2	35 1/2	36 1/2	+ 1/4
21 1/2	14 1/2			Kelly-Springfield	700	15	14 1/2	14 1/2	+ 1/4
2 1/2	8 1/2			Keystone T. & R.	900	8 1/2	8 1/2	8 1/2	+ 1/4
19	10 1/2			Lee Rubber & Tire....	400	10 1/2	10 1/2	10 1/2	+ 1/4
54	103 1/2	6		Mack Trucks	23,900	113 1/2	110 1/2	113 1/2	+ 1/4
72	109 1/2	7		Mack Trucks 1st pf....	100	109 1/2	109 1/2	109 1/2	+ 1/4
107	104 1/2	7		Mack Trucks 2d pf....	400	105 1/2	104 1/2	105 1/2	+ 1/4
21 1/2	18 1/2	2		Martin Parry	200	19 1/2	19 1/2	19 1/2	+ 1/4
37 1/2	28 1/2	3		Moore Motors	400	30	29 1/2	29 1/2	+ 1/4
52 1/2	36	3.60		Motometer A	500	38 1/2	37 1/2	38 1/2	+ 1/4
33 1/2	24	2		Motor Wheel Corp....	400	26 1/2	25 1/2	26 1/2	+ 1/4
9 1/2	14			Mullins Body	1,400	14 1/2	14 1/2	14 1/2	+ 1/4
15 1/2	6 1/2			Murray Motor	900	7	6 1/2	6 1/2	+ 1/4
15	52			Nash Motors	8,200	55	54	55	+ 1
22 1/2	14 1/2			Omnibus Corp.	4,300	16 1/2	16	16 1/2	+ 1/4
14 1/2	31 1/2	2		Packard Motor Car....	2,200	34 1/2	34 1/2	34 1/2	+ 1/4
28 1/2	18 1/2	1.80		Paige-Detroit Motor ..	1,100	19 1/2	18 1/2	19 1/2	+ 1/4
13 1/2	21 1/2			Pierce-Arrow	6,300	24 1/2	23 1/2	24 1/2	+ 1/4
98 1/2	76 1/2			Pierce-Arrow pf....	1,400	85 1/2	85 1/2	85 1/2	+ 1/4
10 1/2	5 1/2			Reynolds Spring	700	6 1/2	6 1/2	6 1/2	+ 1/4
31 1/2	18 1/2			Spicer Mfg. Co.	1,700	20 1/2	19 1/2	20 1/2	+ 1/4
32 1/2	70 1/2	6		Stewart-Warner Speed.	8,600	75	73	74 1/2	+ 1 1/2
77 1/2	64 1/2	5		Stromberg Carburetor.	100	65	65	65	+ 1/4
61 1/2	49 1/2	6		Studebaker Co.	7,700	52 1/2	51 1/2	52 1/2	+ 1/4
66 1/2	44 1/2	4		Timken Roller Bear....	300	50	49 1/2	49 1/2	+ 1/4
88 1/2	58 1/2	8		U. S. Rubber	12,600	62 1/2	60 1/2	62 1/2	+ 1/4
90	101 1/2	8		U. S. Rubber 1st pf.	300	105	104	104 1/2	+ 1 1/4
34	21			White Motors	11,500	56 1/2	53 1/2	56 1/2	+ 1/4
99	91 1/2	7		Willis-Overland	16,300	24 1/2	23 1/2	24 1/2	+ 1/4
32 1/2	23 1/2	.75		Willis-Overland pf....	1,000	25 1/2	24 1/2	25 1/2	+ 1/4
				Yellow C. & T. B....	2,100	25 1/2	24 1/2	25 1/2	+ 1/4

NEW YORK CURB MARKET						Sales.				High.	Low.	Last.
les.		Stocks.	High.	Low.	Last.	Chg.	Net					
200	Aut Auto.	48	47 1/2	48	+ 1/4			100	Reo	20	20	20
800	Brill, A. n.	37 1/2	37 1/2	37 1/2	+ 1/2			4300	Stewart-Warner	74 1/2	72 1/2	73 1/2
600	Dur Motors.	6 1/2	6 1/2	6 1/2	+ 1/4			570	Yel Tr. B.	25 1/2	25	25 1/2
100	Fageol Mot.	5 1/2	5 1/2	5 1/2	+ 1/4			39	do	92 1/2	92 1/2	92 1/2
60	Fire T&R pf	98 1/2	98 1/2	98 1/2	+ 1/4			175	Yellow Taxi	45 1/2	45 1/2	45 1/2
100	Frd Mot Cn	506	506	506	+ 21 1/2			CLEVELAND				
1600	Good T & R	31 1/2	31 1/2	31 1/2	+ 1/2			Goodyear Rubber	High.	Low.	Last.	
1800	Reo Motor	20 1/2	20 1/2	20 1/2	+ 1/4			Peerless	24 1/2	24 1/2	24 1/2	
100	Rep M T ctf	6 1/2	6 1/2	6 1/2	+ 1/4			Seiberling Rub	21	20 1/2	21	
500	Rick Motor.	4 1/2	4 1/2	4 1/2	+ 1/4			DETROIT				
400	Stutz Motor	23 1/2	23 1/2	23 1/2	+ 2			Sales.	High.	Low.	Last.	
200	USF & H. n.	13	13	13	+ 1 1/2			250	Autobody	2 1/2	1 1/2	1 1/2
100	do pf.	6	6	6	+ 1/4			350	Contl Motor	10 1/2	10 1/2	10 1/2
100	U S R Recl.	15 1/2	15 1/2	15 1/2	+ 1 1/2			10	Ford Mot Can.	419	419	419
300	Yel Txl N Y	17 1/2	17 1/2	17 1/2	+ 1 1/2			115	Mot Wheel	26 1/2	26 1/2	26 1/2
CHICAGO								1030	Packard	34 1/2	34 1/2	34 1/2
les.		High.	Low.	Last.				310	Paige	19 1/2	19 1/2	19 1/2
500	Aburn Auto	48	46 1/2	47				2492	Reo	20 1/2	20	20 1/2
50	Bendix Corp	27	27	27				817	Timken Axle	9 1/2	9 1/2	9 1/2
25	Hupp	20 1/2	20 1/2	20 1/2								

(The above table shows Wednesday's automotive stock movement, complete.)

Current Commodity Prices

STEEL PRODUCTS	
Semi-Finished—Gross Tons	\$35.00a\$36.00
Billets, re-rolling	41.00a42.00
Steel bars (hot rolled)	2.00a 2.10
Plates (hot rolled)	1.90a 1.95
Blue annealed sheets	2.40a 2.50
Black sheets	3.25a 3.35
Auto body	4.30a 4.40
Auto body	2.40a 2.50
Cold rolled strip	2.30a 2.40
Hot rolled strip	2.30a 2.50
Pig Iron, Basic—	
Valleys	18.50a19.00
Eastern Pennsylvania	21.50a22.50

CRUDE PRICES AT WELLS	
EASTERN—	Penn. grade oil
Penn. grade oil	in Buckeye P.
in N. Y. Tran.	Line Co. Lines \$3.30
Co. lines	\$3.65 Cabell
Brad'd District	Corning
oil in Nat.	Ragland
Tran.Co. lines	Somerset
Penn. grade oil	Somerset, light
in Nat. Tran.	CENTRAL
Co. lines	\$3.55 Lima
Gaines grade oil	Indiana
in Nat. Tran.	Princeton
Co. lines	\$3.20 Illinois
Penn. grade oil	Waco
in S. W. Pa.	Waterloo, Ill.
Pipe lines	\$3.55 Plymouth
Penn grade oil	in Eureka P.
Line Co. lines	\$3.50

High brass (round % to 2 1/2 in.)	16 1/2a —
Copper rods, round	22 1/2 —
OIL AND GASOLINE	
Garage (steel barrels)	a18
Up-State New York	a18
Single tank cars, delivered	
New York	13 1/2aNom

OLD METALS	
Following are dealers' buying and selling prices for large quantities, f. o. b. cars, New York:	
Heavy machinery com.	8 1/2a9 10 1/2a11
New brass clipping	8 1/2a8 1/2a9 1/2a10
Auto radiators	6 1/2a6 1/2a7 1/2a7 1/2
Brass, heavy	6 1/2a6 1/2a7 1/2a7 1/2
Brass, light	6 1/2a6 1/2a7 1/2a7 1/2

RUBBER MARKET	
Plantations—	Bld. Asked.
First latex, crepe, spot	46 1/2 47 1/2
May-June	46 47
July-September	45 46
October-December	45 46
Ribbed Smoked Sheets, spot	45 1/2 46 1/2
May-June	45 46
July-September	44 45
October-December	42 43
Para, Up-River, fine, spot	41
Island, fine	35
Inner tubes, No. 1	11 12
Inner tubes, No. 2	9 10
Inner tubes, No. 2 red	6 1/2 7
Tire, automobile, white, ton	\$60.00a70.00
Mixed auto tires	36.00a40.00

Stewart-Warner Net \$1,353,102 in 3 Mos.

New York, April 22.—The report of the Stewart-Warner Speedometer Corporation for quarter ended March 31, 1926, shows net profit of \$1,353,102 after depreciation and Federal taxes, equivalent to \$2.25 a share earned on 599,990 shares of no par stock. This compares with \$1,303,972 or \$2.17 a share in the first quarter of 1925.

ADVANCE IN CRUDE AND 'GAS' FORECAST

Early Upward Revision Of Petroleum Prices Is Foreshadowed

New York, April 22.—Predictions are being made in the financial district of an early advance in the price of crude oil in California, where the bulk of the stocks are held. Such an increase would quickly be followed by a rise in the price of gasoline.

The crude oil advance according to trade opinion, will have an important bearing upon the price situation in other sections, as the flood of cheap oil from California during recent years has depressed prices along the Atlantic seaboard and in the mid-continent territory.

A decided change for the better has taken place in the California crude oil market recently, according to statements in the trade. Production of crude in that state recently dropped to below 600,000 barrels daily for the first time in more than a year. In addition to this decline, 7,700,000 barrels of crude oil, according to official figures, were destroyed by fire on the properties of the Union Oil Company of California. This destruction is equivalent to withdrawing 100,000 barrels of oil from storage daily for more than two and one-half months, or equal to a drop of more than 21,000 barrels in the daily average production for a year.

Oil men are represented as saying there is a shut-in production of more than 100,000 barrels of oil daily in California, but this production is more under control than it was at this time last year by reason of mergers of the larger oil companies, including the Standard Oil of California-Pacific Oil consolidation, the Tide Water-Associated Oil merger and the Standard Oil of New York-General Petroleum merger.

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Outlook Still Promising, Is Conclusion of Steel Publication